

# BIOGRAPHY



## **Jeff Giles**, Executive Vice President, Corporate Development Core & Main

Jeff Giles is executive vice president, corporate development for Core & Main, a leading specialized distributor with a focus on water, wastewater, storm drainage and fire protection products, and related services. As a member of the executive team, Giles leads the company's strategy and inorganic growth initiatives, overseeing the corporate development function, including all aspects of M&A pipeline development, strategic evaluation, deal structure, valuation, due diligence and negotiation. Working in close partnership with the board of directors, regional leadership and functional teams, Giles has been instrumental in expanding Core & Main's product and service offerings across both new and existing markets.



Over his career, Giles has led or participated in more than 55 acquisitions, totaling more than \$2.7 billion in enterprise value. Since joining Core & Main in March 2018, Giles has completed more than 35 acquisitions, deploying approximately \$1.6 billion of capital. Prior to joining Core & Main, he served as director of corporate development for Barry-Wehmiller Group, a St. Louis-based global supplier specializing in capital equipment manufacturing, where he was instrumental in Barry-Wehmiller's acquisition-driven growth, which helped double the company's annual revenue to almost \$3 billion during his tenure from 2013 to 2018. Previously, Giles was vice president and director of business development at Bertram Capital, a leading lower middle market private equity firm based in northern California. Earlier in his career, he worked with corporate leadership on business development and strategic planning at Emerson.

Giles has an MBA from Washington University's Olin Business School and a bachelor's degree in business from Wake Forest University. In 2015, he received the distinguished 40 Under 40 Emerging Leaders Award from The M&A Advisor. Giles is active in the community, serving on the board of trustees at [City Academy](#), the [ACG St. Louis Advisory Board](#) and as a member of the board of directors of the Kansas and [Missouri chapter of Breakthrough T1D \(Formerly JDRE\)](#). Giles previously served on the board of trustees at [Mary Institute and St. Louis Country Day School](#)

### **About Core & Main**

*Based in St. Louis, Core & Main is a leader in advancing reliable infrastructure™ with local service, nationwide®. As a specialty distributor with a focus on water, wastewater, storm drainage and fire protection products and related services, Core & Main provides solutions to municipalities, private water companies and professional contractors across municipal, non-residential and residential end markets, nationwide. With more than 350 locations across the U.S., the company provides its customers local expertise backed by a national supply chain. Core & Main's nearly 5,500 associates are committed to helping their communities thrive with safe and reliable infrastructure. Visit [coreandmain.com](http://coreandmain.com) to learn more.*

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